



# ***Doing Business With The Navy***



**RDML Martin Brown, SC, USN**  
**Deputy Assistant Secretary of the**  
**Navy**  
**(Acquisition Management)**  
**May 31, 2006**



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## What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to your favorites. You can contact us at [DoNOneSource@ati4it.com](mailto:DoNOneSource@ati4it.com).

- **The Regulation, Policy and Guidance (RPG) Comparison Tool is now available!** The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).

The **RPG tool** uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.

- **Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS)** (M.F. Jaggard; 02/14/2005) **NMCARS (February 2005 Edition)**

- **Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG)** (M.F. Jaggard; 02/14/2005) **NMCAG (February 2005 Edition)**

- The latest **"Doing Business with the Navy"** brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.

## Hot Acquisition Issues

- **Proper Use of Non-DoD Contracts** - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.

The **Office of the Secretary of Defense (OSD)** and **Congress** reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.

**DoN Implementation** on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.

**FIND THIS  
BRIEF AT: [www.acquisition.navy.mil](http://www.acquisition.navy.mil)**



# ***Agenda***

- **Navy Acquisition Environment**
- **Small Business Trends**
- **How to Market Your Business**
- **Points of Contact**
- **Summary**



# ***Navy Acquisition Environment***

## **SEAPOW 21**





# ***Navy Acquisition Environment***

## **SEA ENTERPRISE**

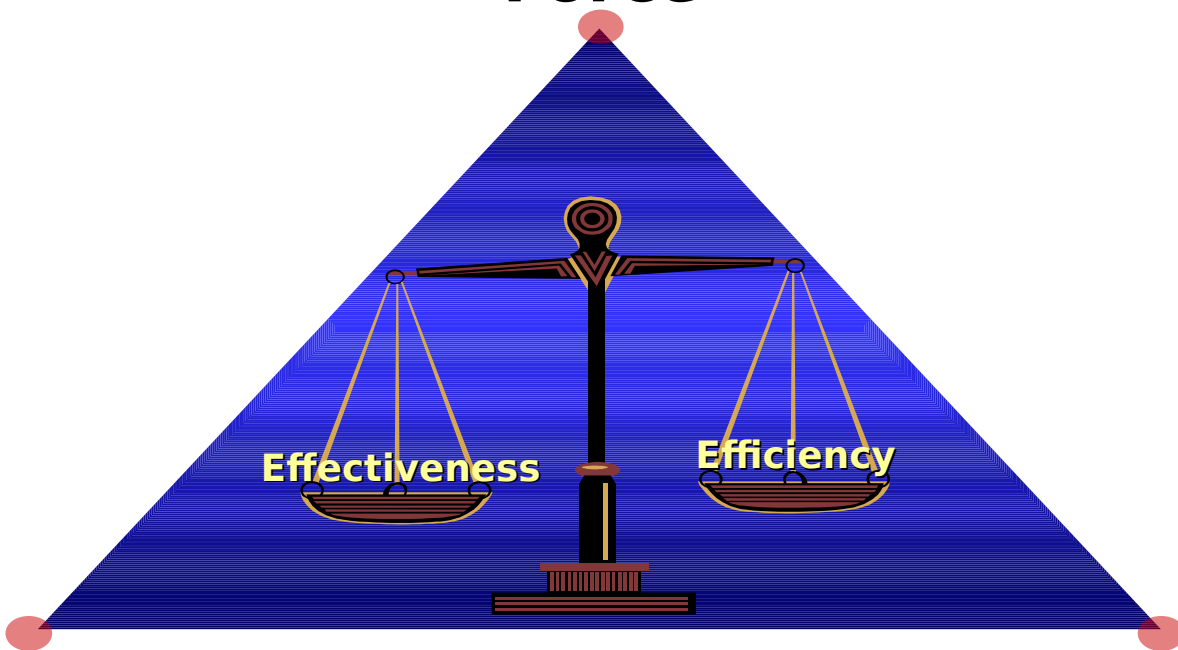
**Right  
Force**

**Effectiveness**

**Efficiency**

**Right  
Readiness**

**Right  
Cost**





# ***Major Navy Buying Commands***

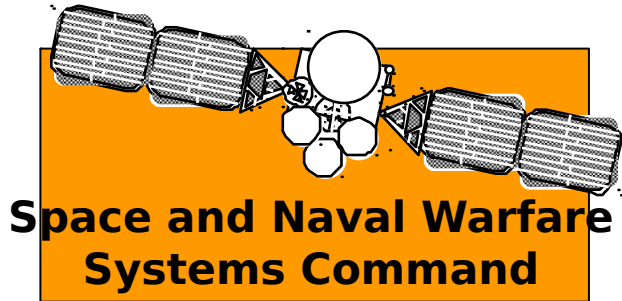


**Director of NAVAIR Small Business**

**Phone: ( 301) 757-9044**

**Fax: (301) 757-9093**

**[www.navair.navy.mil](http://www.navair.navy.mil)**

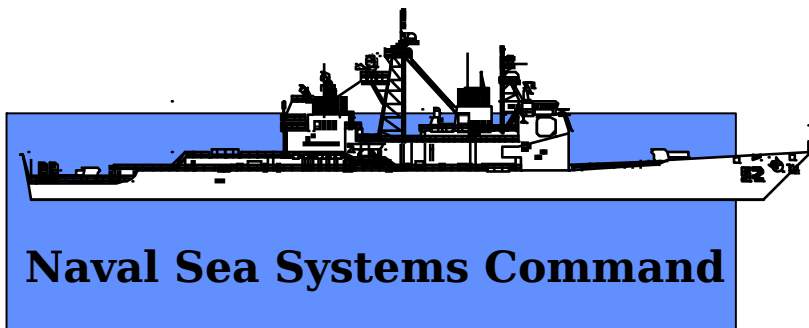


**Director of Small Business Program**

**Phone: (619) 524-7701**

**Fax: (619) 524-3165**

**<https://e-commerce.spawar.navy.mil>**



**Associate Director of Small Business**

**Phone: (202) 781-3965**

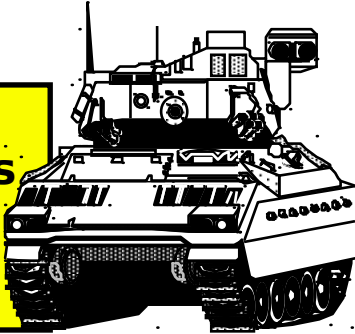
**Fax: (202) 781-4772**

**[www.navsea.navy  
.mil](http://www.navsea.navy.mil)**



# ***Major Navy Buying Commands***

**Marine Corps  
Systems  
Command**



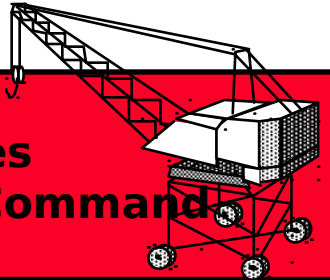
**Associate Director of Small Business**

**Phone: (703) 432-3798**

**Fax: (703) 432-3535**

**[www.marcorsyscom.usmc.mil](http://www.marcorsyscom.usmc.mil)**

**Naval Facilities  
Engineering Command**



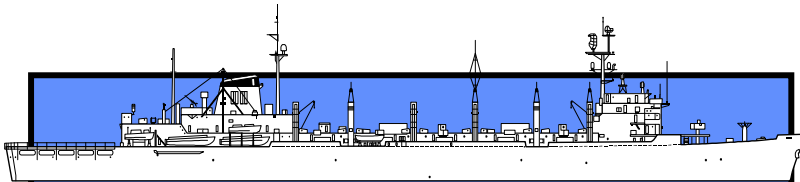
**Associate Director of Small Business**

**Phone: (202) 685-9129**

**Fax: (202) 685-1485**

**[www.navfac.navy.mil](http://www.navfac.navy.mil)**

**Military Sealift Command**



**Associate Director of Small  
Business**

**Phone: (202) 685-5565**

**Fax: (202) 685-5515**

**[www.msc.navy.mil](http://www.msc.navy.mil)**



# ***Major Navy Buying Commands***



**Associate Director of Small Business**

**Phone: 703-696-4511**

**Fax: 703-696-4430**

**[www.onr.navy.mil](http://www.onr.navy.mil)**



**Associate Director of Small  
Business**

**Phone: (717) 605-3575**

**Fax: (717) 605-1102**

**[www.navsup.navy.mil](http://www.navsup.navy.mil)**





# ***Resale Opportunities***

## ✓ **Exchanges**



**[www.aafes.co](http://www.aafes.co)**



**[www.navy-nex.com](http://www.navy-nex.com)**



**<http://www.usmc-mccs.org/busops/Retail/main.asp>**

## ✓ **Defense Commissary Agency (DECA)**

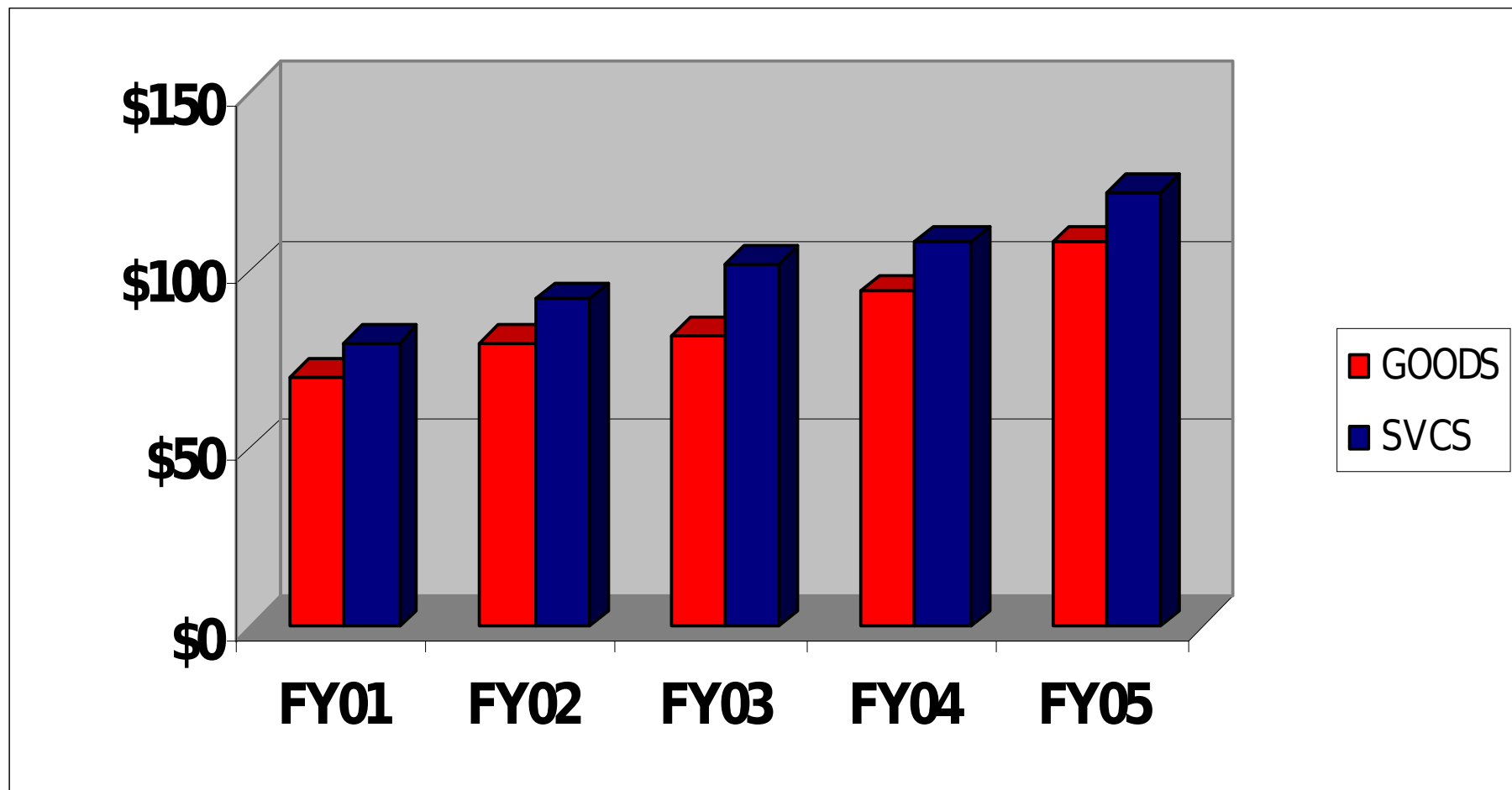


**[www.commissaries.com/](http://www.commissaries.com/)**



# ***DoD Expenditures in the U.S. Trend of Goods and Services***

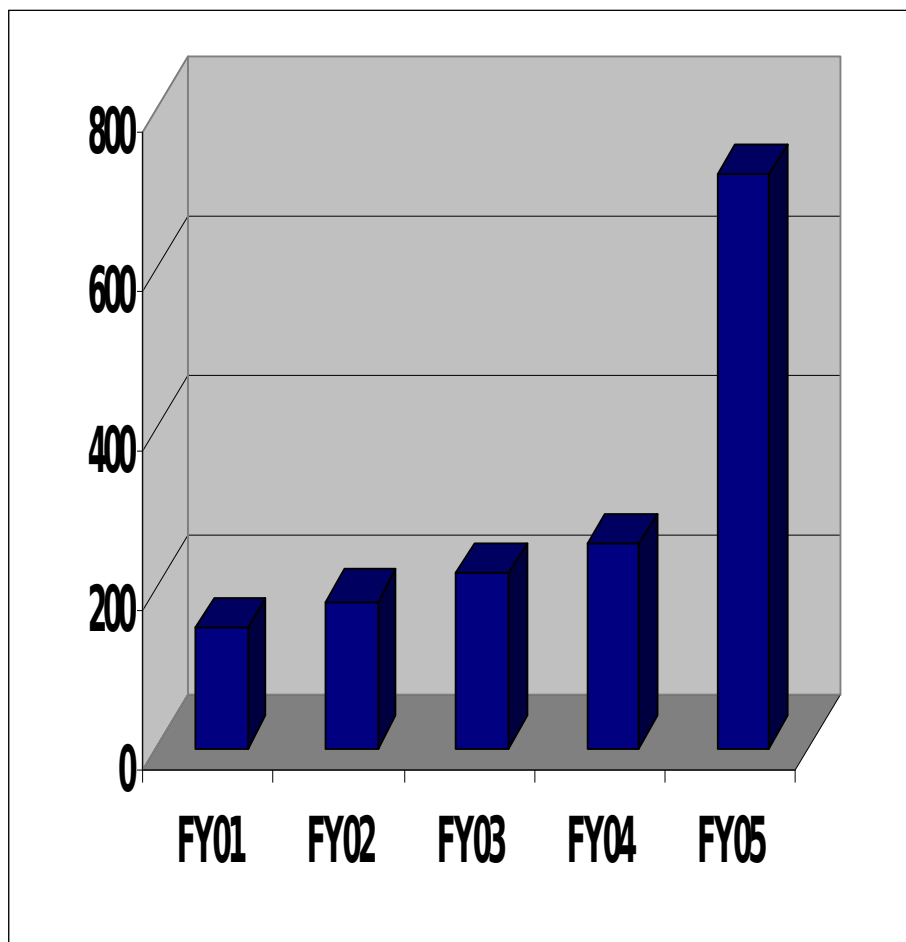
**\$ Value in Billions**



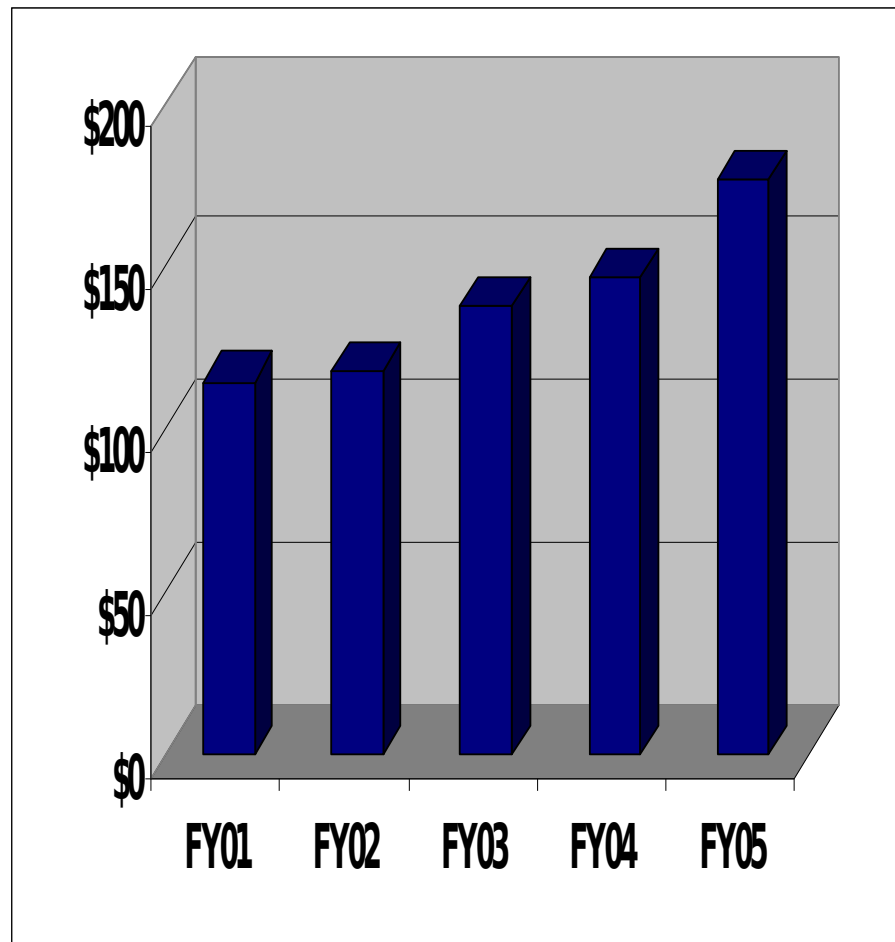


# ***DoD Large Business Contracts***

**No. Awarded in Thousands**



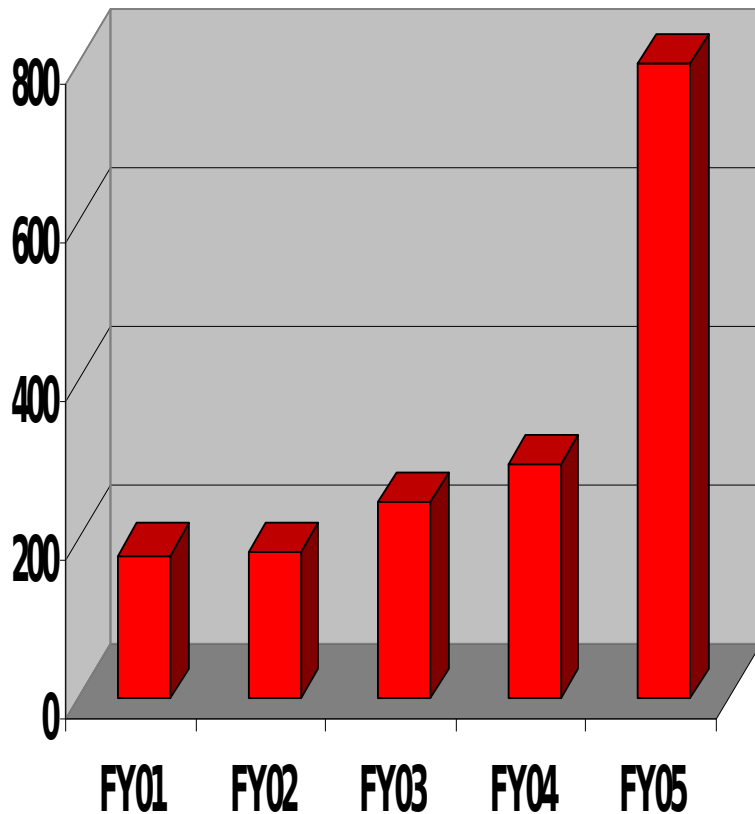
**\$ Value in Billions**



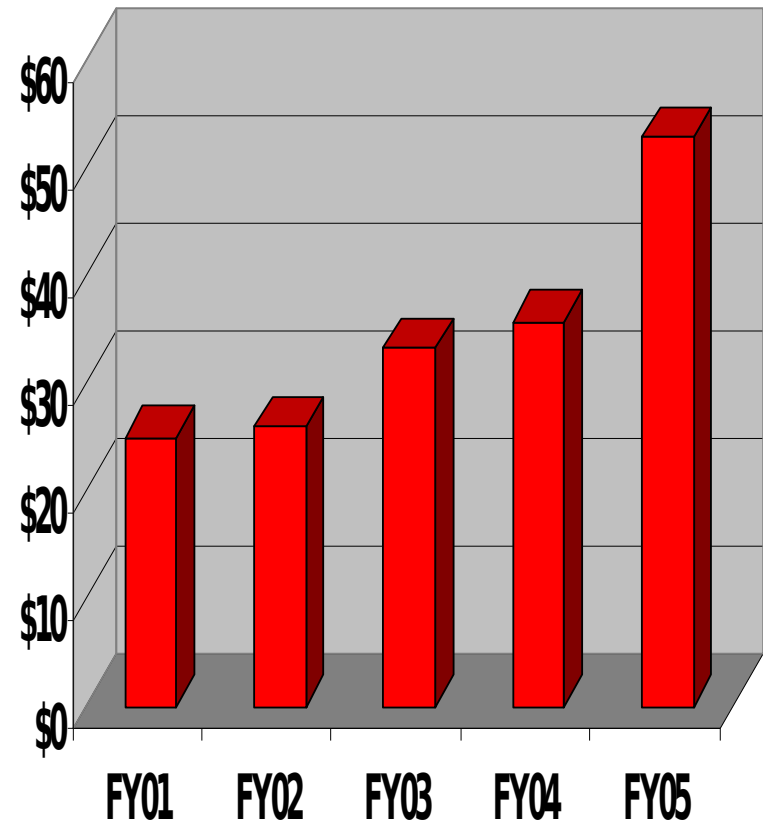


# ***DoD Small Business Contracts***

**No. Awarded in Thousands**



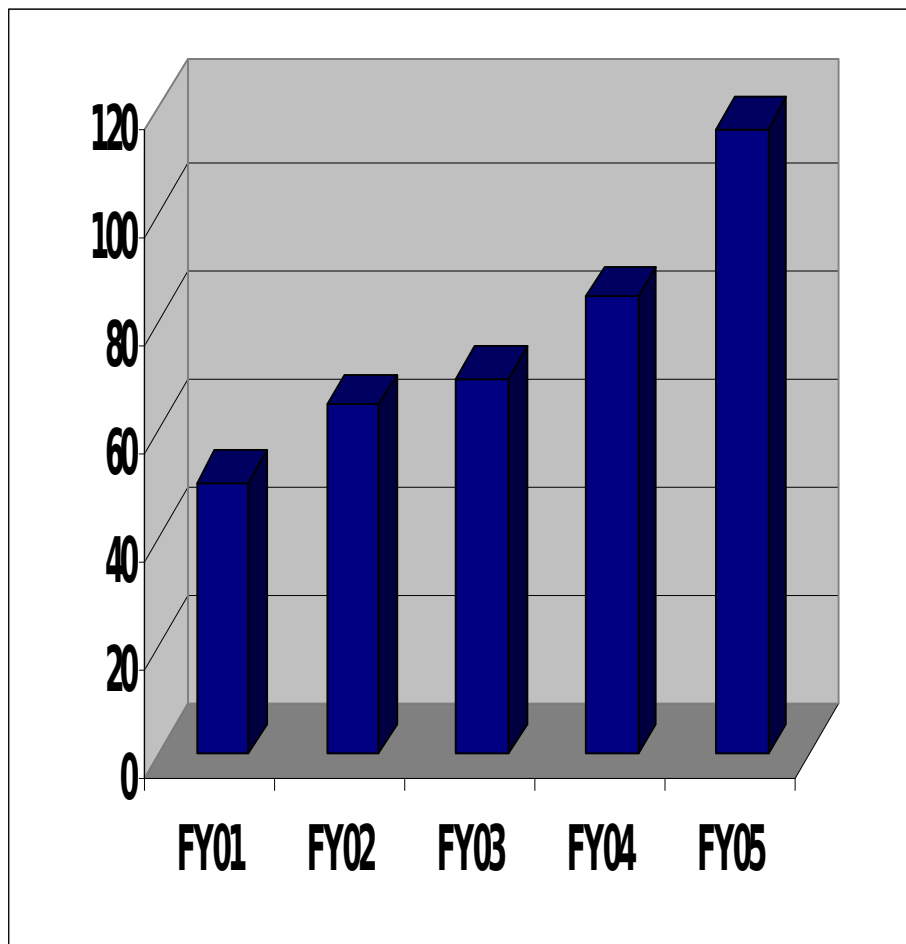
**\$ Value in Billions**



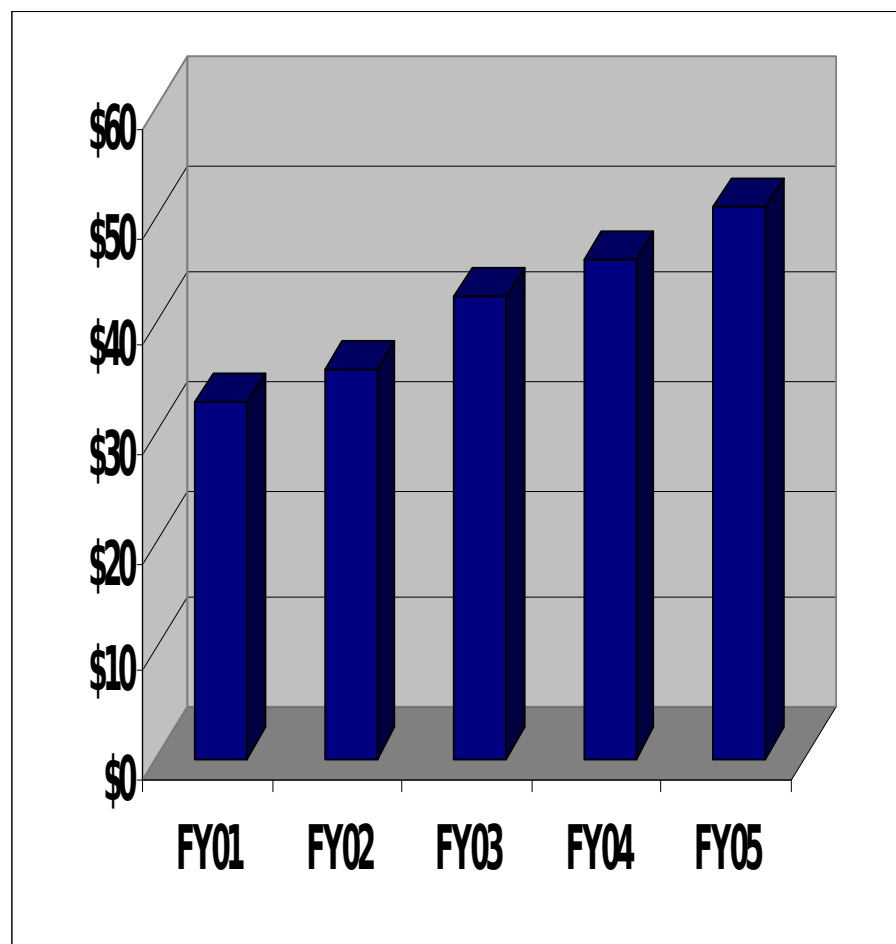


# ***DoN Large Business Contracts***

**No. Awarded in Thousands**



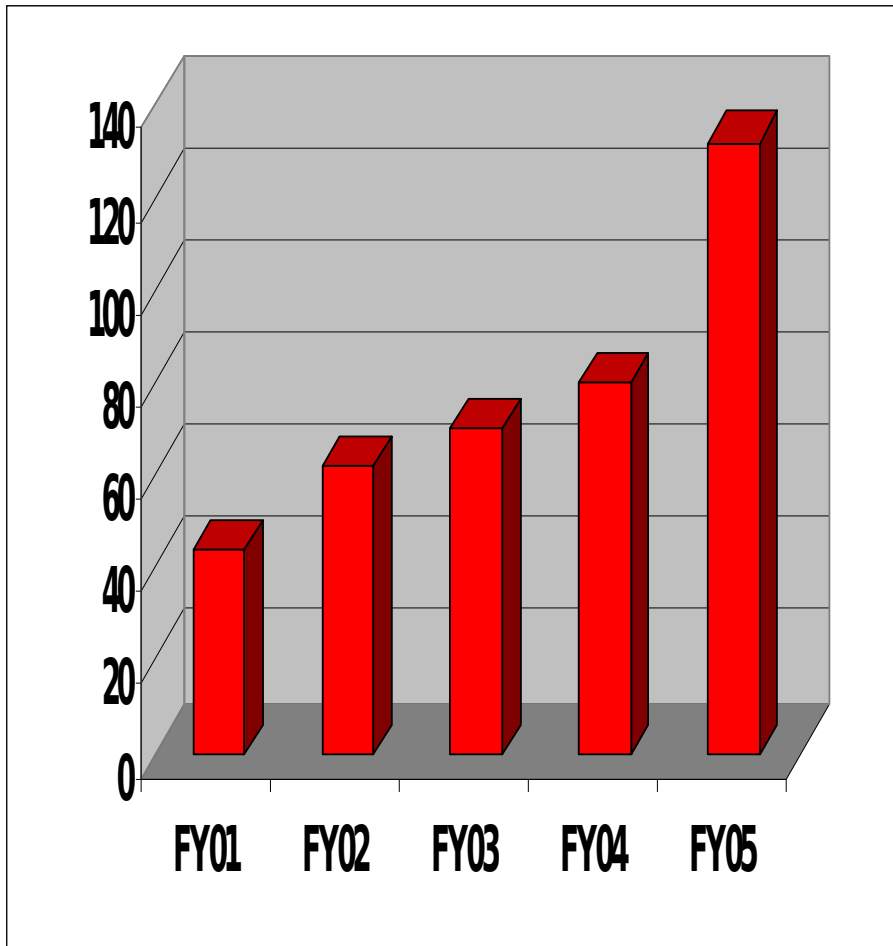
**\$ Value in Billions**



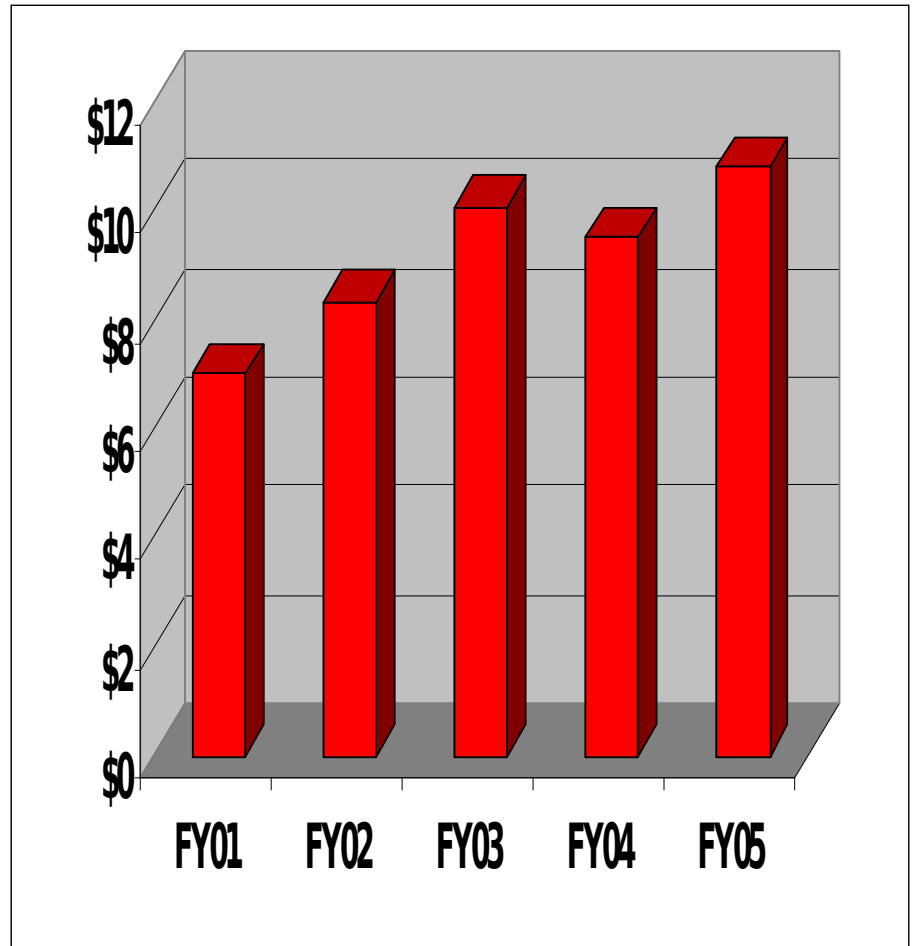


# ***DoN Small Business Contracts***

**No. Awarded in Thousands**



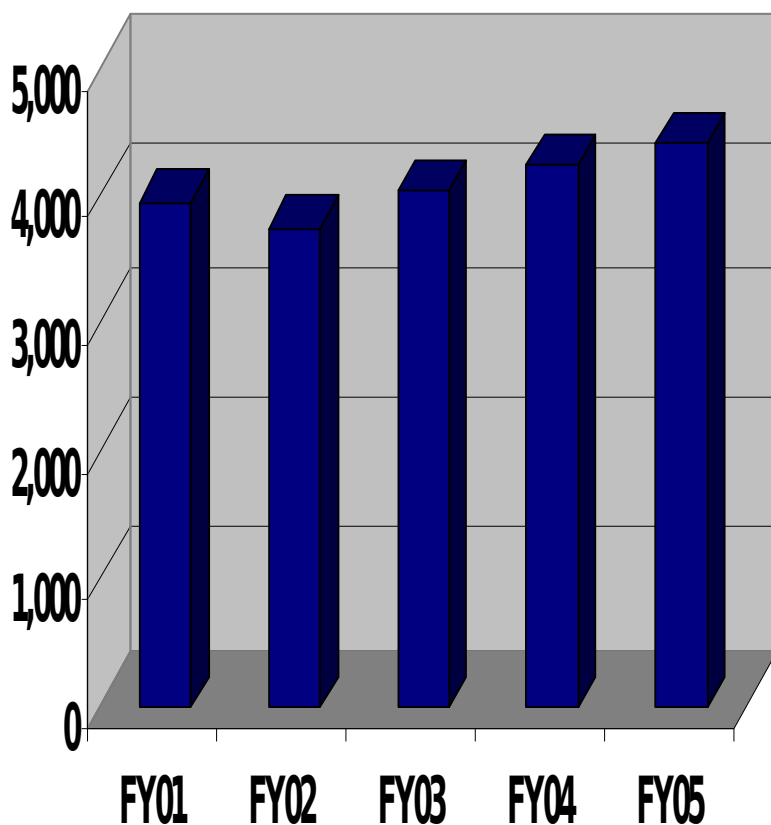
**\$ Value in Billions**



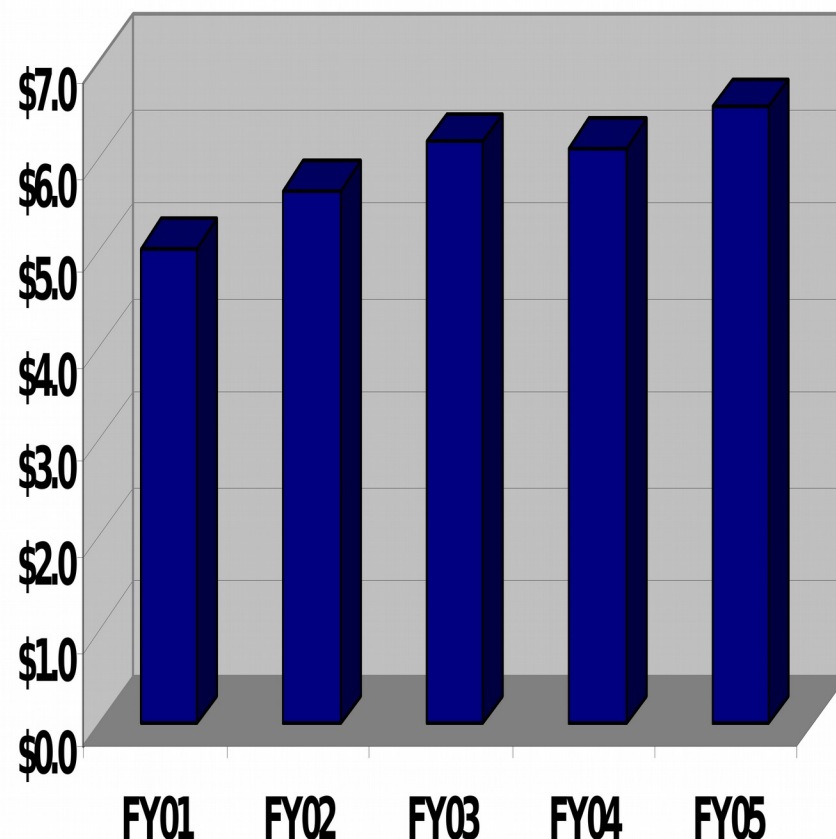


# ***DoD Large Business Contracts in Missouri***

**No. Awarded**



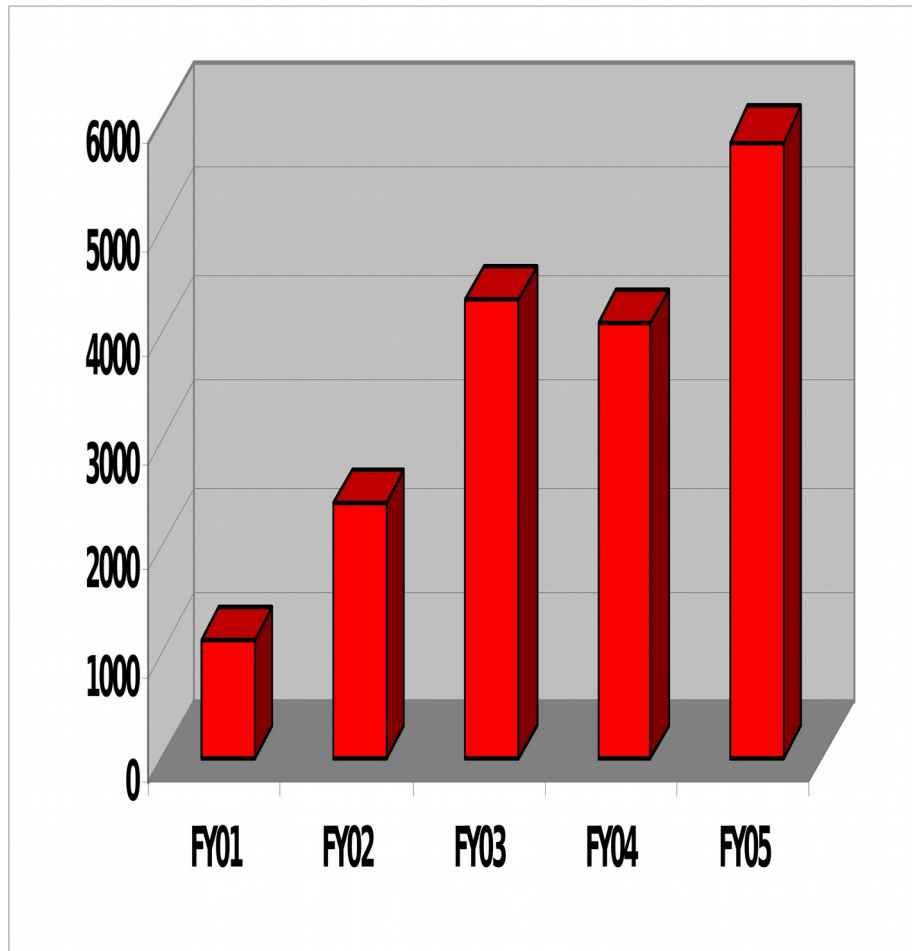
**\$ Value in Billions**



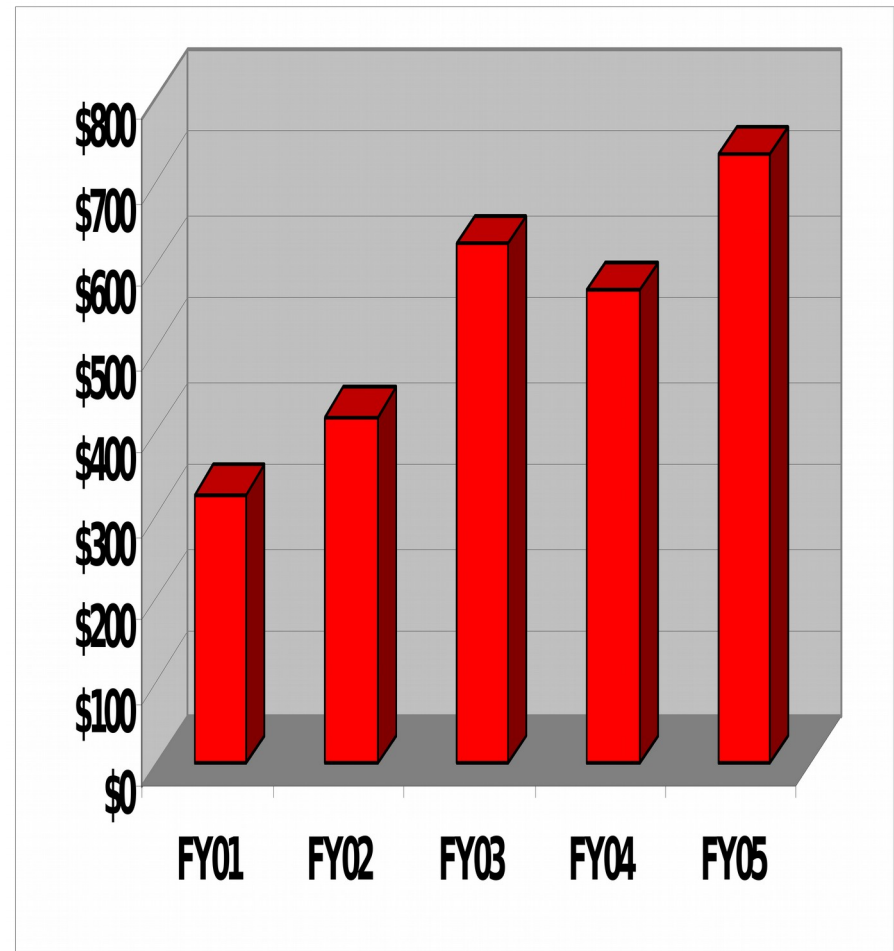


# ***DoD Small Business Contracts in Missouri***

**No. Awarded**



**\$ Value in Millions**

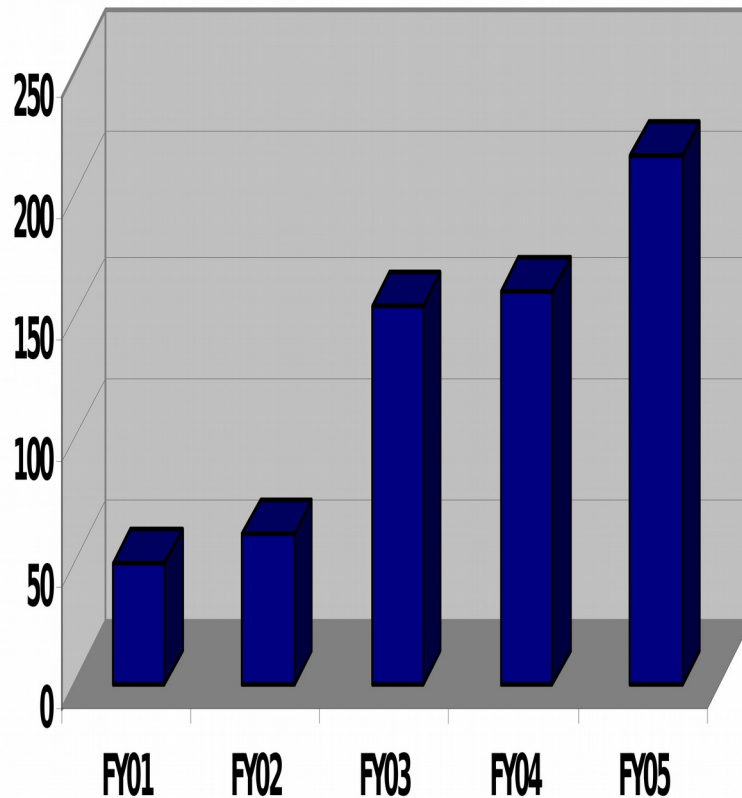




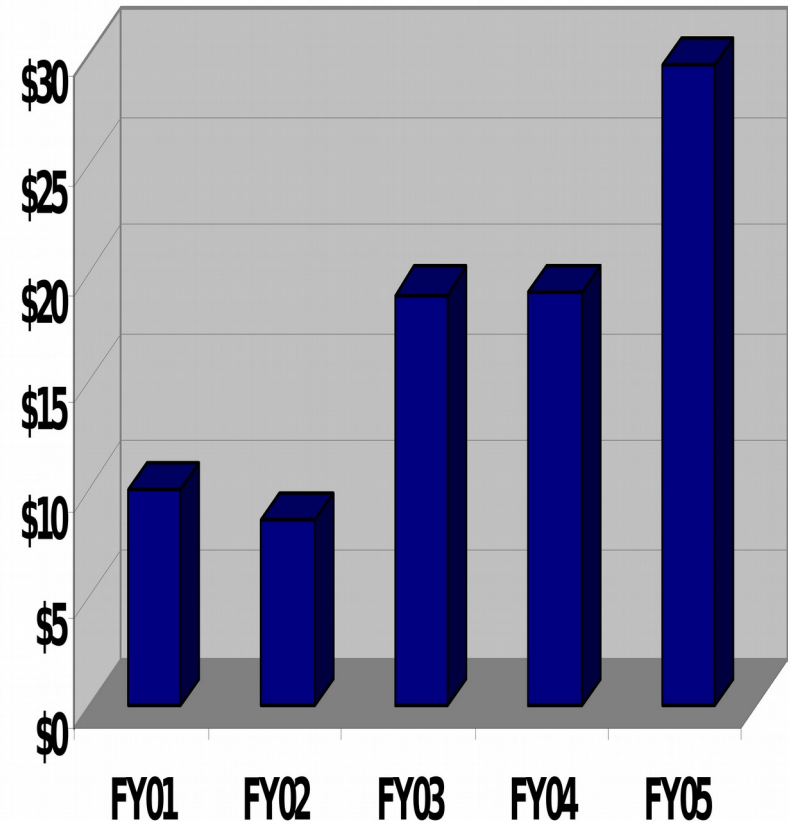


# ***DoD Large Business Contracts in Missouri District 4***

**No. Awarded**



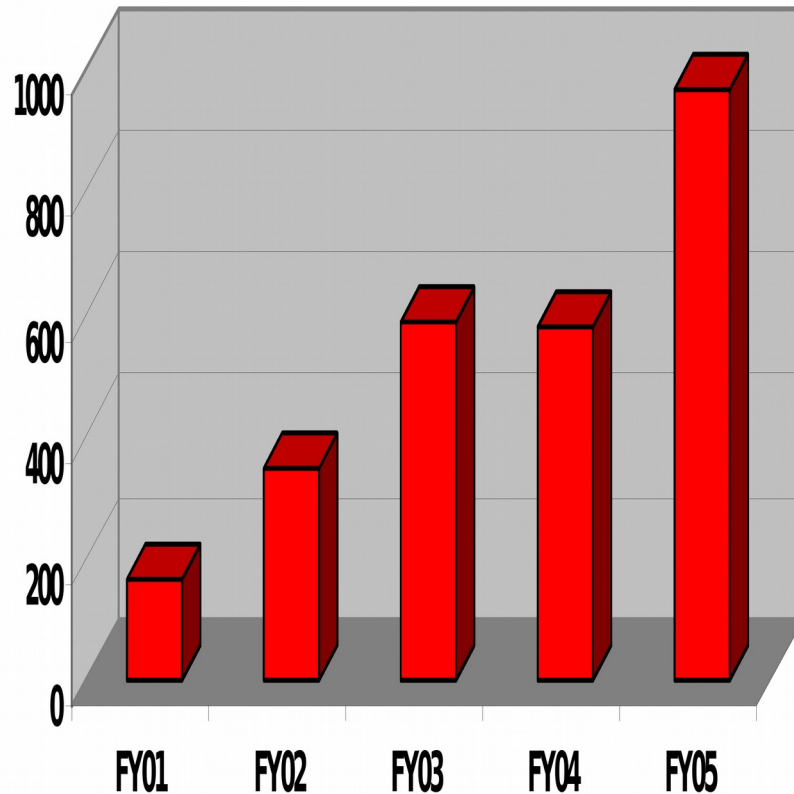
**\$ Value in Millions**



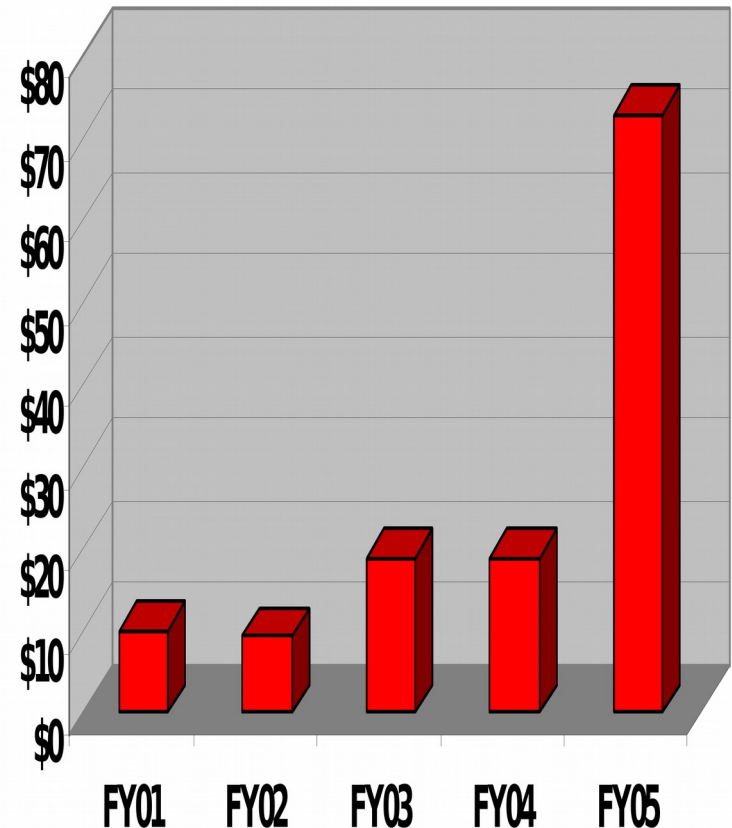


# ***DoD Small Business Contracts in Missouri District 4***

**No. Awarded**



**\$ Value in Millions**





# ***How To Market Your Business***

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About  
Special Programs**
- **Seek Assistance**





# ***Register Your Firm and Your Products***

## **◆ Register Your Company**

- ✓ Obtain Data Universal Numbering Systems (DUNS)

☐ [http://www.dnb.com/US/duns\\_update/index.html](http://www.dnb.com/US/duns_update/index.html)

- ✓ Obtain Commercial and Government Entity (CAGE) Code

☐ <http://www.dlis.dla.mil/cageserv.asp>

- ✓ Register in the DoD Central Contractor Registration (CCR) System

☐ [www.ccr.gov](http://www.ccr.gov)

- ✓ Federal Supply Classification Code

☐ [www.scrantonrtg.com/secrc/fsc-codes/fsc.html](http://www.scrantonrtg.com/secrc/fsc-codes/fsc.html)

- ✓ North American Industry Classification System (NAICS)





# ***Get Acquainted with the Procedures***

✓ **Federal Acquisition Regulation  
(FAR)**

❑ [www.arnet.gov/far](http://www.arnet.gov/far)

✓ **Defense Federal Acquisition  
Regulation Supplement (DFARS)**

❑ [www.acq.osd.mil/dpap/dfars/index.htm](http://www.acq.osd.mil/dpap/dfars/index.htm)

✓ **Navy Marine Corps Acquisition  
Regulation Supplement (NMCARS)**

[www.acquisition.navy.mil/navyaos/content/view/full/3](http://www.acquisition.navy.mil/navyaos/content/view/full/3)



# ***Learn About the Marketplace***

## **✓ Buying Commands**

### **✓ Other Navy**

☐ [www.hq.navy.mil/sadbu/HCA.htm](http://www.hq.navy.mil/sadbu/HCA.htm)

### **✓ Other Services**

☐ [www.sellingtoarmy.info](http://www.sellingtoarmy.info)

☐ [www.selltoairforce.org](http://www.selltoairforce.org)

### **✓ DoD**



[www.acq.osd.mil/sadbu/publications/sbs/sbs.html](http://www.acq.osd.mil/sadbu/publications/sbs/sbs.html)  
**Report of Products/Services  
Purchased**



**ST28 Report - Sorted by FSC**

[web1.whs.osd.mil/peidhome/procstat/procst](http://web1.whs.osd.mil/peidhome/procstat/procst)



# ***Find Specific Opportunities***

✓ **Navy Electronic Commerce Online (NECO)**

☐ [www.neco.navy.mil](http://www.neco.navy.mil)

✓ **Federal/DoD Business Opportunities**

☐ [www.fedbizopps.gov](http://www.fedbizopps.gov)

☐ [www.emall.dla.mil](http://www.emall.dla.mil)



✓ <http://progate.daps.dla.mil/home/> **Subcontracting Resources**



☐ [www.acq.osd.mil/sadbu/publications/subd](http://www.acq.osd.mil/sadbu/publications/subd)  
☐ [www.sba.gov/GC/indexcontacts-ir/index.html](http://www.sba.gov/GC/indexcontacts-ir/index.html)  
[sbsd.html](http://sbsd.html)



# ***Make It Easy For Your Customers***

## **✓ Federal Supply Schedules (FSS)**

**☐ [www.fss.gsa.gov](http://www.fss.gsa.gov)**

## **✓ Government Charge Card Program**

**☐ [www.fss.gsa.gov](http://www.fss.gsa.gov)**

**> Using GSA > GSA SmartPay**





# ***Small Business Emphasis Programs***

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**
- ✓ **Native American Incentives**

**[www.acq.osd.mil/sadbu/overview/index.htm](http://www.acq.osd.mil/sadbu/overview/index.htm)**



# Business Partner Network



**bpn**  
BUSINESS PARTNER NETWORK  
www.bpn.gov

**Go Directly To:**  
Central Contractor Registration (CCR)  
Federal Agency Registration  
Online Representations and Certifications Application (ORCA)  
— Vendor  
— Public  
Past Performance Information Retrieval System (PPIRS)  
Excluded Parties Listing System  
EEO Pre-Award Clearance

**FirstGov**  
Your First Click to the U.S. Government

The Business Partner Network is the single source for vendor data for the Federal Government.  
The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

**The Small Business Administration seeks your comments.**

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern's latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:  
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipts. For more information see:  
<http://www.sba.gov/size/part121sects.html>

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**Upcoming Events**

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

**CCR** FedBizOpps **FedReg**  
**SBA** **BINCS**  
**PPIRS** **UID**  
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM



[www.bpn.gov](http://www.bpn.gov)



# ***Available Help - SBA***



***Offices Providing Assistance  
To Small Businesses For  
Defense Procurement***

**Small Business Administration  
Headquarters  
409 3<sup>rd</sup> St. S.W.  
Washington, D.C. 20416  
Phone: 1-800-U-ASK-SBA  
(1-800-827-5788)  
[www.sba.gov](http://www.sba.gov)**



# ***Area DoD Small Business Representatives***

## **Marine Corps**

**Marine Corps Regional Contracting Office: 816-843-3710**  
**Marine Corps Mobilization Command Fax: 816-843-3730**  
**430 Andrews Road**  
**Kansas City, MO 64147-1208**

## **Army**

**Fort Leonard Wood**  
**661 Iowa Avenue**  
**Fort Leonard Wood, MO 65473-0140**

**Phone: 573-596-0264**  
**Fax: 573-596-0267**

## **Air Force**

**Air Combat Command**  
**09 CONS/CCV - Air Combat Command**  
**27 Second Street, Suite 124A**  
**Whiteman AFB, MO 65305-5344**

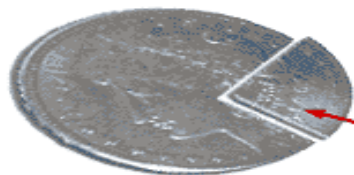
**Phone: 660-687-3641**



# Area Procurement Technical Assistance Centers

 **Selling to the Government.net**

Association of Government  
Marketing Assistance Specialists

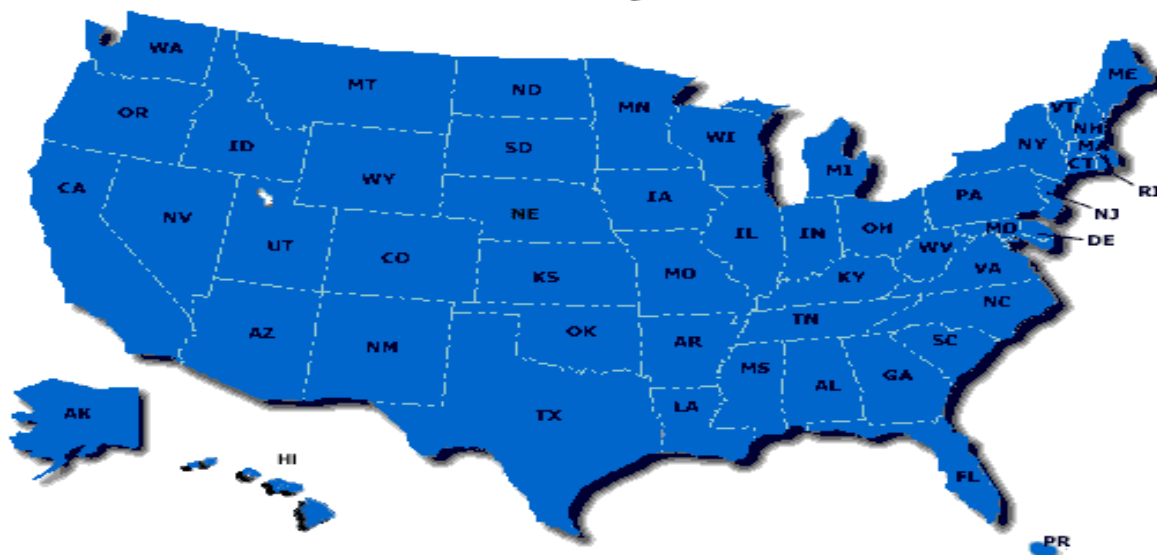


More than **\$216 billion** was paid for  
federal government contracts in 1999

24% was paid to small businesses

**Learn how to get your share!**

**Click on the map below to select the Procurement Assistance Center  
nearest you:**



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[NE](#) [NV](#) [NH](#) [NJ](#) [NM](#) [NY](#) [NC](#) [ND](#) [OH](#) [OK](#) [OR](#) [PA](#) [PR](#) [RI](#) [SC](#) [TN](#) [TX](#) [UT](#) [VT](#) [VA](#) [WA](#) [WV](#) [WI](#) [WY](#)

**[www.sellingtothegovernment.net](http://www.sellingtothegovernment.net)**



# ***Share Your Thoughts***

## **Navy Small and Disadvantaged Business Utilization (SADBU)**

**Washington Navy Yard, Building 36**

**720 Kennon St., SE**

**Washington, D.C. 20374-5015**

**Phone: (202) 685-6485**

**Fax: (202) 685-6865**

**[www.hq.navy.mil/sadbu](http://www.hq.navy.mil/sadbu)**



# ***Doing Business With The Navy***

## **Web Sites to Remember...**



**[www.acquisition.navy.mil](http://www.acquisition.navy.mil)**

(site for this presentation)

**[www.acq.osd.mil/sadbu](http://www.acq.osd.mil/sadbu)**

**[www.hq.navy.mil/sadbu](http://www.hq.navy.mil/sadbu)**

**[www.gsa.gov](http://www.gsa.gov)**

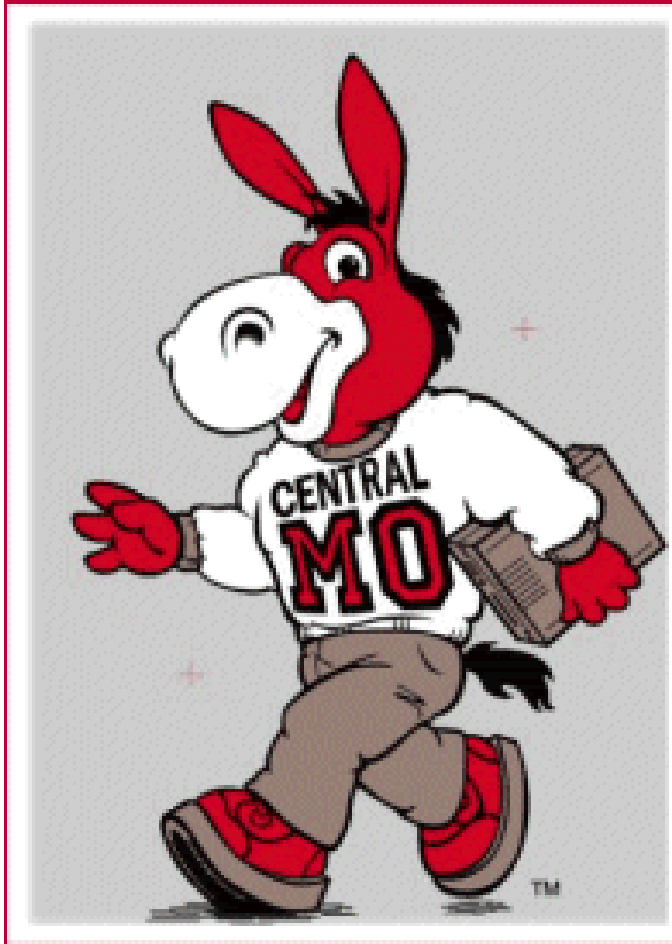
**[www.bpn.gov](http://www.bpn.gov)**

**[www.sba.gov](http://www.sba.gov)**

**[www.fedbizopps.gov](http://www.fedbizopps.gov)**



# ***Doing Business With The Navy***



***Thank You***